

SALES REPRESENTATIVE

Big Atom provides recycling solutions for the entire waste tyre supply chain including local garages and tyre wholesalers. We collect, shred, and granulate tyres, transforming them into rubber granules to feed into the circular economy.

We are revolutionising recycling methods through digital and industrial innovations to enable a future where resources are extracted from waste, not the earth.

Our dedicated and talented team takes pride in fostering an inclusive and collaborative company culture, prioritising both personal growth and career development. We have a central office in London supporting our operational teams in Northwest and Northeast England.

Come and be a part of our exciting journey to a cleaner, more sustainable planet!

General Purpose

Responsible for driving sales growth and providing exceptional customer service. This role requires an individual who is passionate about building relationships, has strong negotiation skills, and can effectively communicate with clients to understand their needs. The Sales Representative will play a crucial role in promoting our products and services while ensuring customer satisfaction.

Main Job and Responsibilities

- Develop and maintain strong relationships with clients to understand their needs and provide tailored solutions.
- Actively seek out new sales opportunities through networking, cold calling, and social media.
- Present and demonstrate our products effectively to potential customers.
- Maintain accurate records of sales activities, customer interactions, and follow-up communications using IT tools.
- Provide excellent customer service by addressing inquiries, resolving issues, and ensuring a positive experience for all clients.
- Manage time effectively to meet KPI's and deadlines while balancing multiple priorities.

Required Skills and Qualifications

- Bachelors degree in Business Administration or Sales & Marketing desirable.
- A minimum of 3 years experience in sales, business development or account management.
- Strong customer service orientation with the ability to build rapport with clients.
- Excellent time management skills to prioritise tasks efficiently.
- Experienced in product promotion and brand awareness.
- Exceptional communication skills, both verbal and written, in English.
- A proactive drive to achieve sales goals and contribute positively to the team environment.
- Organisational skills to maintain accurate records and manage client information effectively.
- Competence in IT tools relevant to sales processes, including CRM software and Microsoft Office Suite.
- Familiarity with social media platforms and marketing.

Benefits

- Competitive basic salary + Commission
- Sociable working hours (Monday-Friday)



- Buy/Sell holidays
- Company pension scheme
- Fantastic progression opportunities
- Refer a Friend Scheme

Join us as a Sales Representative where your skills will contribute significantly to our success while providing you with opportunities for personal growth and development within the company!

Successful candidates may be required to undergo DBS checks and referencing